

Talbot County Economic Development Commission
215 Bay Street, Suite 5, Easton, MD
January 2, 2014 Meeting Minutes

Members Present: Chairman, Walter Chase, Sr.; Vice Chairman, Ted Bautz; Gordon Fronk (Representing Peter Dunbar for the Town of Oxford; John General; Susie Hayward; Haim Loran; Paul Makosky; Gerald O'Mara and Len Wendowski

Ex Officio Members Present: John Craig, Mike Henry and Eric Neil, Ph.D.

Members Excused: Geoff Oxnam, Ann Borders and Peter Dunbar

Attendees: Art Reeside, Department of Labor Licensing and Regulations; and Rose Potter, Commissioner for the Town of Trappe.

Call to Order: The meeting was called to order at 8:00 a.m. by Chairman Walter Chase, at the Bay Street Conference Room in Easton, MD 21601. A quorum was present.

Agenda and Minutes: The Agenda for the January 2, 2014 Commission Meeting was approved without changes. A motion was made by Susie Hayward and seconded by Len Wendowski to approve the December 5th Minutes. The approved Minutes will be posted to the Talbot County website.

Correspondence: The ED Director advised that there was no correspondence this month.

Old Business: The Commission submitted Talbot County Bill 737 Real Property Tax Credit with the proposed changes and the bill is now with the County Manager's office. The Commission will be advised when the bill comes before the County Council for consideration, so EDC members may attend. Executive Pulse is now used as the client contact system. Michele Hall monitors the system with activities to date. Business interactions and information may be shared with the CORE group, which consists of the county's resource representatives. Jason Broadwater, CEO of Revenflo, came to Easton and toured the area. Mr. Broadwater spoke to a group of elected officials and economic development partners at the Easton Library on December 11th and at the MACO Winter Conference in Cambridge on the 12th regarding the millennium generation and how they will impact economic development. Mr. Bautz and the Director shared Mr. Broadwater's insights on Aday Remus (<https://adayremus.com>), which is an online tool that allows users to choose a property and digitally describe what you would like to see happen in that space, then, share it with your community for comments and contributions. Mr. Broadwater will return, as keynote, April 24th for the Business Appreciation Breakfast.

Walter Chase introduced Rose Potter, from the Town Council in Trappe.

New Business: According to the Commission Bylaws, election of new officers is held in January. The Director recognized Chairman Chase's service as the EDC Chair by presenting him with a gift from our local Salisbury Pewter Company. Mr. Chase thanked the members of the EDC for their support during his service. The Director then explained the responsibilities of the Chair and Vice Chair's positions. A question was raised regarding the ability of Ex Officio Members to serve as Chairman and Vice Chair. A request to County Attorney, Mike Pullen, is pending for clarification. The elections proceeded with the understanding that only Members would serve. Mr. Bautz currently serves as Vice Chair and has agreed to Chair the Commission. Ms. Hayward nominated Mr. Bautz as Chair and Mr. Wendowski seconded the motion. Ayes carried the motion to elect Mr. Bautz as the new Chair. After a discussion, John General, recommended Jeff Oxnam (in his absence) as the new Vice Chair. Mr. Loran seconded the motion. Ayes carried the motion to

elect Jeff Oxnam as Vice Chair of the EDC. (That is, if he agrees to the nomination after being notified). Mr. Loran has agreed to Chair the newly formed Marketing Committee. Mr. Bautz will chair the Business Environment Committee.

Mr. Bautz reported the Business Environment Committee membership has been targeted, and they are in process with formalizing the Committee and arranging the meeting dates and work schedule. Meetings for the Committees will be set for the second and fourth Tuesday mornings. Sandy Coyman, Talbot County Planning Officer, has agreed to work on the Business Environment Committee, as well as a representative from the Chamber of Commerce. The scope of the work for the Committees is to benchmark with a couple of counties who seem to be doing well in these areas, and formulate recommendations for the County Council. Mr. Loran reported on the Marketing Committee. The Director and Mr. Loran met with Councilmen Corey Pack and Dirck Bartlett to learn of their interests in attracting businesses to the county and efforts to market. The Director and Mr. Loran will meet with Councilmen Tom Duncan, Andrew Hollis and Laura Price to get their input.

The Director asked for participation from the ED Commission members on these Committees and recommended that time is allotted at the monthly meetings to work on this business. The Chairs will report on the work accomplished by the Committees. A third committee focusing on Workforce will be developed as an opportunity to build a competitive workforce. Mr. Loran reported on his preliminary thoughts and objectives regarding Marketing, beginning with working with County Council first, to ensure that we are working towards the same goals. There are numerous issues to work with, including branding, within the budget we have. A discussion ensued that business “retention” is as important as attraction. Mr. Bautz observed that the Business Environment Committee would coincide with the Marketing Committee on many matters during the commission’s work. Dr. Neil indicated it would be interesting to know why companies, who have been here for 10 years, made the decision to locate in Talbot County. Mr. Loran commented he would also be looking at why companies have left. There was an agreement that the attraction to Talbot County is the quality of life, which is what Jason Broadwater speaks about in his presentations. Marketing and Branding help to attract businesses, as well as help businesses already here, but having a nice place is a great asset. Ms. Hayward observed that these three Committees seem to be the core of the EDC. After the three Committees accomplish their central goals, they could then be scaled down to on-going monitoring groups. Additional discussion ensued regarding industry and what land, facilities and infrastructure we have to offer. The Director asked the members to contact Michele Hall regarding to which Committee they would like to be assigned.

Director’s Report: The Director circulated her report and turned the floor over to Mr. Reeside for his report on employment. **Art Reeside, Department of Labor, Licensing and Regulations:** reported that the unemployment rate is 6.3% down from 6.4 %. The state of Maryland has significant job applications decreases for the month of October 2013. There is no news regarding the emergency legislation to reinstate unemployment benefits. Healthcare is the major employer in Talbot County where 1 in 6 jobs is related to healthcare. The Director continued with her report which included a company visit to Sotera with DBED Regional Manager, Mindie Burgoyne, to meet with Mr. Mark Savarese, Vice president and General Manager. Mr. Savarese offered to host the Defense Contractors’ Meeting at Sotera. We have received 3 surveys from the contractors. We will move ahead with the Defense meeting in February. The Director provided an overview of activity for 2013 and reported that some important groundwork was accomplished last year in retrenching efforts. She thanked the EDC for their work and commitment. The budget was reinstated to a funding level that we have not seen in 3 years to support Talbot County Office of Economic Development. A Strategic Plan for the County and Towns was completed. The ED Office hired Michele

Hall, as the Administrative Assistant.

Member Activity Reports: Paul Makosky, Member at Large: No Report. **Vice Chair, Ted Bautz, Business Community:** No Report. **Mike Henry, Easton Airport:** Reported that the FAA contract for the towers look good. Fuel sales are up 9% up for December. The FAA issued a notice to pilots that there will be no night landing when using instrument approaches. This notice is a result from an accident that happened four years ago at Saratoga Springs. A plane clipped some trees, no one was hurt but there was some damage to the plane, and a law suit, which settled last September. The FAA immediately came out with this national approach criterion. There are 680 airports in the country that have no night landing as a result. **Susie Hayward, Real Estate:** Reported estimated End-of-November Figures for residential real estate sales follows:

Area	Listings	Sold
Talbot	526	34
Easton	225	15
St Michaels	66	3
Oxford	-	-
Tilghman	32	2
Trappe	36	1

We are 73 foreclosures in various stages of process. Ms. Hayward observed that additional properties are being listed on the market; the higher-end properties, \$1 million and above, are starting to move; and, rentals are doing better. **John General, Small Business:** Reported he will be participating with the Mid Shore Regional Council CEDS annual meeting at the Easton Library. Mr. General suggested we invite a representative from the Avalon Foundation to speak to the EDC, as they just finished a strategic plan and they are an important part of our economic engine. Mr. General would like to present to the EDC on the status of the MUST system, the five-county transportation system for the working poor, handicap, seniors and students. It was agreed that Mr. General will speak to the EDC meeting February 6th regarding the MUST Bus. Mr. General suggested that Paige look into doing an outreach on MCTV regarding economic development. **Gordon Fronk, Town of Oxford:** No report. **Len Wendowski, Town of Easton:** Reported that Dick Sporting Goods is in review at the Easton Planning Office; Harris Teeter will come before the Council in February; there is a tentative meeting on January 13th for Mistletoe Hall Farms; and, during one of the meetings this month, the impact fees will be discussed at the Council level. Mr. Wendowski requested that the EDC consider drafting another letter of support for Waterside Village. Mr. Wendowski commented that there is more than enough light industrial land and not enough light industry and explained the position not to isolate a piece of land. Mr. Chase suggested Mr. Wendowski make a motion. Mr. Wendowski made a motion for the EDC to prepare a letter to the Town of Easton in full support regarding the four approved phases in Waterside Village. Mr. Bautz seconded the motion. Discussion ensued, the motion was voted and all were in favor. The Director indicated a letter will be drafted and circulated to the EDC members. **Gerry O'Mara, Agriculture:** Reported that Warren Wood Works does great work in the community. If their wood is not perfect, they ship that wood to Jim Crothers' Turkey Creek Farm and many people volunteer to build picnic tables and benches for Pickering Creek, schools, etc. Mr. O'Mara commented that a Harris Teeter grocery store would be a very nice addition to our community, as they have a good reputation. To help our business community, we should do what we can to encourage and support Chesapeake College's programs. **Haim Loran, Chair of Marketing:** Suggested that a strict time limit be placed on the period it takes an applicant to receive a permit and/or an environmental assessment. A discussion ensued. This matter is an important item that our Committees will be addressing. The process does need to be streamlined (to the

extent that we can) and the offices working with the applicants do need to clarify the procedures, track performance, provide feedback, as well as be transparent regarding the timeframe for these processes. There are also many state and federal regulations that have to be accounted for in the process. It was agreed that since applicants are not concerned whether they are dealing with the Town, County or State; our offices need to cooperate efforts to streamline the permitting process and we need to work with the state administrations regarding some of the regulations in order to move things through the system. **Eric Neil, Ph.D., Academy Art Museum:** No Report. **John Craig, Town County:** No report. **Rose Potter, Trappe Town Council:** Commented that the Commission Meetings are very interesting and she supports the EDC. **Chairman, Walter Chase, Town of Trappe:** Reported that the Town of Trappe completed the storm water management on Rumsey and Seymour Drive, installing a new pump in Main Street; downtown Trappe only has one vacant building for business; attended the MACO Winter Conference in Cambridge and was elected Chairman of the Mid-Shore Regional Council; and, attended a fundraiser for the Lieutenant Governor. Mr. Chase once again extended his appreciation to the EDC members for his term as Chair.

The meeting was adjourned at 9:25 a.m. Economic Development Commission Meetings are held at 8:00 a.m. on the first Thursday of each month. The meetings are open to the public. **The next Commission Meeting will be held on February 6th at 215 Bay Street, Suite 5, Conference Room 1, Easton, MD.**

Aday Remus: Jason Broadwater's Development Tool: (<https://adayremus.com>)

To view the Proposal to Amend Nutrient Management Regulations, along with the Extension Bulletin to be incorporated by reference in the Maryland Nutrient Management Manual:
<http://mda.maryland.gov/Pages/Proposed-Regulations.aspx>

A fact sheet "AgBrief: Phosphorous Management Tool - An Overview of the Proposed Regulations" is also available online at: http://mda.maryland.gov/Documents/ag_brief/AgBrief_PMT_092013.pdf

The Maryland Workforce Exchange and labor market information are available online at
<https://mwejobs.maryland.gov/vosnet/Default.aspx>

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